

November 2008

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Education

PhD, Economics *and* Agricultural and Applied Economics, University of Wisconsin – Madison, 2002.
M.P.A., Economics and Public Policy, University of Pittsburgh, 1993.
B.A., French, University of Illinois, 1987.

Professional Experience

Visiting Scholar, Interdisciplinary Center for Economic Science (ICES) and The Mercatus Center, George Mason University, Fall 2008.
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007.
Faculty, Experimental Economics Center, Georgia State University, 2006 - present.
Assistant Professor, Department of Economics, Georgia State University, 2002 - present.

Courses Taught

Economics of Development (graduate)
Optimization and Partial Equilibrium Analysis (graduate)
Principles of Microeconomics (undergraduate)

Publications

“Discrimination in the Lab: Does Information Trump Appearance?” with Marco Castillo, *Games and Economic Behavior*, accepted subject to minor revisions.

“Learning from Mistakes: What Do Inconsistent Choices Over Risk Tell Us?” with Sarah Jacobson, *Journal of Risk and Uncertainty*, forthcoming, 2009.

“On the Preferences of Principals and Agents,” with Marco Castillo and Maximo Torero, *Economic Inquiry*, forthcoming 2008.

“Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments,” with James Andreoni, *Journal of Economic Psychology*, 29, 2008, 73-93.

“Estimating the Value of Water Use Permits: A Hedonic Approach Applied to Farmland in the Southeastern U.S.,” with Laura Taylor, *Land Economics*, 83(3), 2007, 302-318.

“Farm Household Production Inefficiency in the Gambia: Resource Constraints and Market Failures,” with Jean-Paul Chavas and Michael J. Roth, *American Journal of Agricultural Economics*, 87(1), 2005, 160-179.

“Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising,” with James Andreoni, *Journal of Public Economics*, 2004, 88(7-8), 1605-1623.

“What do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game,” with James Andreoni and Marco Castillo, *American Economic Review*, 2003, 93(3), 672-685.

“Seeking Women Land Owners and Ownership in Zimbabwe: Case Studies of Women’s Access to Land and Land Use,” with Michael J. Roth and Kizito Mazvimavi, in *Delivering Land and Securing Rural Livelihoods: Post-Independence Land Reform and Resettlement in Zimbabwe*, Michael Roth and Francis Gonese, eds., Centre for Applied Social Sciences, University of Zimbabwe and the Land Tenure Center, University of Wisconsin – Madison, 2003, 141-157.

Working Papers

“Beautiful or White? Discrimination in Group Formation,” with Marco Castillo and Maximo Torero, May 2008 (previous title “Social Barriers to Cooperation: Experiments on the Extent and Nature of Discrimination in Peru”), Revision requested, *Journal of Labor Economics*.

“Rationality and the Nature of the Market,” with Marco Castillo and Maximo Torero, September 2008, Under review.

“Face Value,” with Catherine Eckel, June 2008.

“The Today and Tomorrow of Kids,” with Marco Castillo, Paul Ferraro, and Jeffrey Jordan, June 2008.

“Lost in the Mail: A Field Experiment on Corruption,” with Marco Castillo, Maximo Torero and Angelino Viceisza, October 2008.

“Peer Pressure in Grassroots Fundraising: The Girl Scout Cookie Phenomenon,” with Sarah Jacobson, November 2008.

“Discrimination in the Workplace: Evidence from a Civil War in Peru,” with Marco Castillo, November 2007.

“Revealing Preferences for Fairness in Ultimatum Bargaining,” with James Andreoni and Marco Castillo, April 2007 (appeared in *NAJ Economics*, 9(4), 2005).

Work in Progress

“Bargaining in Markets,” with Marco Castillo, Maximo Torero and Lise Vesterlund.

“Contracting Out of Poverty,” with Marco Castillo and Maximo Torero.

“Race Differences in Competitive Attitudes,” with Muriel Niederle, Carmit Segal, and Lise Vesterlund.

“Marriage and Risk,” with Marco Castillo and Maximo Torero

“Trusting Appearances and Reciprocating Looks: Experimental Evidence on Gender and Race Preferences”

Reports

"Lost in the Shuffle? Women and Land Reform in KwaZulu-Natal, South Africa," a Report on Gender and Land Reform, for Broadening Access to Land Markets in Southern Africa, Southern African Regional Program, July 2000.

“Rwanda Credit Unions Member and Non-Member Survey 2002.” *World Council of Credit Unions Research Monograph Series* No. 20, 2002.

Book Review

of J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr and H. Gintis, *Foundations of Human Sociality: Economic Experiments and Ethnographic Evidence from Fifteen Small-Scale Societies*, Oxford University Press, New York, NY, 2004, in *Journal of Socio-Economics*, 2008, 37(2), 889-891.

Media Hits

“Beautiful People Earn 12% More Than Ugly Bettys,” *The Independent (UK)*, August 13, 2007.

“Beautiful People Earn More Than Their Ugly Workmates, Says Study,” *The Daily Mail (UK)*, August 12, 2007.

“Economic Scene: Beauty and the Fattened Wallet,” *New York Times*, April 6, 2006.

Research Grants and Awards

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase II, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2008-2010 (\$368,000).

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2007-2008 (\$237,000).

National Science Foundation, Doctoral Dissertation in Economics: The Girl Scout Cookie Phenomenon – An Experimental Study of Social Effects in Fundraising, with Sarah Jacobson, 2008 (\$8,640).

Department of Education, Title VI Grant, awarded to the Middle East Institute at Georgia State University. Collaborative grant to be used to develop courses with Middle Eastern content across the university, including my graduate course on Economics of Development, with John Duffield, Michael Galchinsky, Margaret Harper, Renee Schatteman, Dona Stewart (PI), Larry Youngs, 2008 (\$88,233).

Inter-American Development Bank Discrimination and Economic Outcomes Research Grant, Ethnic and Social Barriers to Cooperation, with Marco Castillo and Maximo Torero, 2006 (\$40,000).

Georgia State University Research Initiation Grant, Prejudice and the Perpetuation of Differences: Experiments Exploring the Impact of Performance and Appearance on Sorting, 2005-2006 (PI, \$9,500).

Georgia State University Advancement of Women Faculty Scholarship Mentoring Grant Pilot Project, Trusting Appearances and Reciprocating Looks: Experiments on Gender and Race Preferences, with Susan Laury (mentor), 2005 (\$5,500).

Research Equipment Grant, Georgia State University, to update computers in Experimental Lab, with Susan Laury, Paul Ferraro, Laura Taylor, Ann Gillette, Sebastian Pouget, 2004 (\$46,206).

Lincoln Institute of Land Policy Dissertation Fellowship, 2001-2002 (PI, \$5,000).

National Science Foundation Dissertation Enhancement Grant, The Evolution of Charitable Fundraising: Theory and Experiments, with James Andreoni, 1999-2000 (\$8,500).

BASIS Competitive Grant, Land Tenure Center, University of Wisconsin, 1998-1999 (PI, \$5,000).

Land Tenure Center Mini-Grant, University of Wisconsin, 1997 (PI, \$5,000).

Graduate School Research Grant, University of Wisconsin, with Jean-Paul Chavas and Michael J. Roth, 1995-1996 (\$15,000).

Presentations and Workshops

The World Bank, Washington, DC, December, 2008.

Economic Science Association Meetings, Tucson, AZ, November 2008.

George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, November 2008.

McGill University, Department of Economics, Workshop in Economics Experiments in Developing Countries, Montreal, Quebec, Canada, October 2008.

Virginia Commonwealth University, Richmond, VA, September 2008.

BASIS Annual Management Meeting, Managua, Nicaragua, August 2008.

Georgia Institute of Technology, Atlanta, GA, March 2008.

Allied Social Science Association Meetings, New Orleans, LA, January 2008.

University of Pittsburgh, Pittsburgh, PA, November 2007.

Gender and Negotiation Conference, Kennedy School of Government, Harvard University, Cambridge, MA, Nov 2007.

Economic Science Association Meetings, Tucson, AZ, October 2007.

Latin American & Caribbean Economic Association (LACEA) Meetings, Bogota, Colombia, Oct 2007.

Texas A&M University, College Station, TX, April 2007.

Southern Economic Science Association Meetings, Charleston, SC, November 2006.

Inter-American Development Bank Workshop on Discrimination and Economic Outcomes, Mexico City, Mexico, October 2006.

Economic Science Association Meetings, Tucson, AZ, September 2006.

International Economic Science Association Meetings, Atlanta, GA, June 2006.

Southern Economics Association Meetings, Washington, DC, November 2005

Middlebury College, Middlebury, VT, April 2005

Southern Economics Association Meetings, New Orleans, LA, November 2004

Economic Science Association Meetings, Tucson, AZ, November 2004.

Emory University, Environmental Studies Seminar Series, Atlanta, GA, October 2004.

Virginia Tech University, Blacksburg, VA, February 2004.

Allied Social Science Association Meetings, San Diego, CA, January 2004.

Southern Economic Association Meetings, San Antonio, TX, November 2003.
International Economic Science Association Meetings, Pittsburgh, PA, June 2003.
National Science Foundation Workshop on Classroom Experiments, Tucson, AZ, May 2003.
University of Illinois, Center for African Studies Seminar Series, Urbana, IL, April 2002.
Georgia State University, Atlanta, GA, January 2002.
Simon Fraser University, Vancouver, British Columbia, January 2002.
BASIS CRSP Southern Africa Synthesis Workshop on Land and Water, South Africa, July 2001.
Allied Social Science Association Meetings, New Orleans, LA, January 2001.
Economic Science Association Meetings, Tucson, AZ, September 2000.
American Agricultural Economics Association Meetings, Toronto, Ontario, July 1997.

Referee

American Economic Review, Econometrica, Journal of Political Economy, Agricultural Economics, Atlantic Economic Journal, Bulletin of Economic Research, Economic Inquiry, Economic Journal, Environment and Development Economics, Experimental Economics, Feminist Economics, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Managerial and Decision Economics, Judgment and Decision Making, Land Economics, Michigan State University Women and International Development Program, National Science Foundation, Nonprofit and Voluntary Sector Quarterly, Political Research Quarterly, Resource and Energy Economics, Southern Economic Journal

Professional Activities

Economic Science Association, Executive Committee Member, 2008-2010.

Student Advising

Sarah Jacobson (main advisor), expected graduation 2010
Monica Ospina (main advisor), expected graduation 2009
Daniel Hall (committee member), expected graduation 2009
Solomon Tesfu (reader), expected graduation 2009
Ignacio Navarro (committee member), 2008
Angelino Visceiza (committee member), 2007
Nikola Tasic (reader), 2007
Abdu Muwonge (committee member), 2006
Xinye Zheng (committee member), 2006
Hanji Wu (committee member), 2006
Michael Tasto (reader), 2006
Velma Zahirovic-Herbert (reader), 2006

Service to the Department and University

Department of Economics Graduate Committee, member, 2003-present
Microeconomic Theory Comprehensive Exam Committee, member, 2004-present
Experimental Economics Field Exam Committee, member, 2007-present
Faculty Affairs Committee, Andrew Young School, member, 2004-2006, 2008-2010

International Experience

Consultant, World Council of Credit Unions, Madison, WI, credit use survey in Rwanda, 2004, 2001-2002.

Researcher, University of Zimbabwe, Harare, land use case studies, 2001.

Researcher, University of Namibia, Windhoek, land use survey, 2000.

Researcher, University of Natal-Pietermaritzburg, South Africa, land use survey, 1998-1999.

Languages

English, French, Spanish (intermediate)